

Ask your Logan Ag crop specialist to add PMAX Phosphate Fertilizer Additive to fall-applied DAP to improve P availability.

LOGAN AG NEWS

PMAX Improves P Efficiency

Phosphate fertilizer (DAP) is expensive, and it becomes even more expensive if only 25% of the applied phosphorus is available during the initial growing season. To make the phosphate fertilizer you apply more efficient, Logan Ag recommends PMAX™ Phosphate Fertilizer Additive.

Phosphate fertilizers such as DAP (18-46-0) carry a negative charge when applied. The negatively charged phosphate chemically bonds to positively charged elements such as *Calcium (Ca), Aluminum (Al), Iron (Fe), Zinc (Zn) or Magnesium (Mg)* that are present in the soil. PMAX, when applied directly to the dry phosphate fertilizer, attracts the positively charged elements, leaving them without the ability to bond with phosphate. This bond between the PMAX and the elements keeps the applied phosphate fertilizer available for uptake by the plant during the next growing season.

PMAX does not make it possible to decrease the amount of phosphorus required for corn production. Rather, it maximizes the amount of phosphorus available to the plant in the soil.

PMAX is applied to phosphate fertilizer, and not to the soil. For that reason, the product works in all soil types. Plant tissue tests in corn and wheat repeatedly prove significantly increased uptake of phosphorus when PMAX is applied. Logan Ag on-farm testing proves the value of PMAX with greater corn yield in treated areas vs. untreated areas.

Increase the amount of phosphorus available to your plants, and maximize the value

of your DAP application. Discuss PMAX with your Logan Ag crop specialist today!™ PMAX is a TM of Midtech R&D, Inc.

Associate Dealers Added

Logan Ag is pleased to announce the addition of several Associate Dealers serving Indiana and Ohio with Mycogen Seeds and/or crop protection chemicals. During a recent kickoff meeting held at Dow AgroSciences headquarters in Indianapolis, Logan Ag VP Edward Logan, Sales Manager Wayne Bingham and Accounting Supervisor Josh Schaver welcomed associates **New Ross Grain** – New Ross, IN, **Adam Wallace** – Marion, IN, **Kirk Miller (Windy Ridge Ag)** – West Lafayette, IN, **Steve and Gerald Miller** – Kokomo, IN, and **Don Ruffing** – Bellevue, OH. Kirk Miller and Steve/Gerald Miller assume customers of the former Star City, IN warehouse.

These Associate Dealers are contacting growers in their respective areas with primary concentration on Mycogen Seed products. Some of the associates may choose to also sell crop protection chemicals and/or fertilizer, and Logan Ag will source these products to their locations as needed.

Logan Ag looks forward to building relationships with these new Associate Dealers and their customers.

Market Watch



Chris Robnett Risk Management Advisor

866-795-6188

crobbett@advance-trading.com

December 2011 corn futures have fallen \$1.87/bu from the high on August 29th until the close on September 30th. Many

early harvest reports coming in from throughout the Corn Belt have yields better than expected given the July and August heat. We have also seen reductions in recent export numbers, ethanol grind and feed usage. The 9/30 Quarterly stocks report supported the trade's expectation of reduced usage, and increased the grain stocks number above trade expectations. September corn stocks of 1.128 bbu were well above (164 million) the average trade estimate of 964 mbu. This increase is the equivalent of a 1.94 bpa increase in corn yield for the 11/12 crop and certainly provides some additional cushion should the USDA take harvested acreage down 400-500 K due to prevented plantings. Implied 4th quarter corn feed/residual was surprisingly low at 470 mbu, 37 million less than the summer of 2010. Perhaps even more surprising was the implied summer wheat feeding figure of 202 million, against 260 in 2010 and most trade estimates in the 300-325 mbu range. Soybean inventories came in at 215 million, 10 less than the trade average. The bean figure suggests feed/residual of negative 79 million, or 5 less than the average of 3 of the past 4 years and on its own, would normally not generate that much market reaction.

The next USDA report will be the October 12th crop production report. Also fall insurance price averaging starts Monday for those with the fall pricing option. There are many tools to be used to help manage the price volatility in the market. Take time to learn how they work and use balanced approaches to manage margin.

This data is provided for information purposes only and is not intended to be used for specific trading strategies without consulting Advance Trading, Inc. Because trading futures and options normally involves risk, determining the appropriateness of hedging with futures and options can only be made on a case-by-case basis. All information is based upon data that is believed to be reliable. However, we cannot guarantee the accuracy or completeness of the data.

FUEL4U In Missouri

Fuel delivery is now available to Missouri growers. Call 217-833-2375 for semi-load quotes.

New Seed For 2012 Planting

Representatives for seed companies are making calls now to promote new corn hybrids and soybean varieties available for 2012. Lewis Hybrids and Mycogen Seeds announced several new offerings for 2012. Most seed companies indicate tight seed supply already. It is imperative to talk to your Logan Ag seed specialist now to get the best new products for 2012.

MYCOGEN SEEDS – 25 new grain corn hybrids for 2012. Of significance is Refuge Advanced[®] that provides a single-bag solution for refuge compliance. Refuge Advanced contains a blend of 95% SmartStax[®] seed with 5% non-insect-traited seed, and distributes the refuge evenly over the field.

[®]Refuge Advanced is a registered trademark of Dow AgrtoSciences LLC.
[®]SmartStax is a registered trademark of Monsanto Technology LLC.

2V676 – Medium tall 108 day SmartStax with consistent ear size. Adapted to central Corn Belt regions

2H727 – 111 day SmartStax with great yield potential. Best utilized in rotations with high management

2V709 – 110 day Refuge Advanced with top end yield potential in high yield environments. Shows tolerance to heat and drought stress

2D747 – 111 day Refuge Advanced with flex ears. Handles weather stress well and responds to high management practices

31 new Roundup Ready 2 Yield[®] soybean varieties enter the Mycogen lineup for 2012, providing growers with the most advanced technology and dependable, yield-advancing agronomic qualities.

[®]Roundup Ready 2 Yield is a registered trademark of Monsanto Technology LLC.
5N324R2 – Early Group 3 suited for eastern soils. Has resistance to soybean cyst nematode and brown stem rot
5N342R2 – Excellent yield potential and stress tolerance. Works in all soils, row widths and planting systems
5N385R2 – Late Group 3 with resistance to soybean cyst nematode and Phytophthora. Good standability and emergence
5N422R2 – Consistent yielding Early Group 4 with resistance to soybean cyst nematode and Phytophthora

LEWIS HYBRIDS – 12 new corn hybrids for 2012, with several featuring Genuity[®] SmartStax[®] RIB Complete[™] (5% refuge corn seed in every bag).

[®]Genuity and SmartStax are registered trademarks of Monsanto Technology LLC.

[™]RIB Complete is a registered trademark of Monsanto Technology LLC.

R1009SS – New RIB complete hybrid with yield potential similar to 910VT3. Excellent choice for continuous corn
1211VT3P – 111 day maturity with ear flex. High pops suggested on better soils for max yield

1112VT3P – 112 day with upright leaf structure. Good early season vigor and good Gray Leaf Spot tolerance

R1214SS – Exceptional yield potential in continuous corn acres. Exhibits drought tolerance. Place on better soils. RIB Complete

Genuity[®] Roundup Ready 2 Yield[®] soybeans deliver an average yield advantage of more than 4 bushels per acre compared to competitor varieties

of first-generation Roundup Ready® trait.

®Roundup Ready 2 Yield and Roundup Ready are registered trademarks of Monsanto Technology LLC.

351R2 – Mid Group 3 with good Brown Stem Rot and SDS tolerance. Good no-till bean with standability
362R2 – Excellent standability and plant health. 3.6 maturity rating. Good Illinois and eastern MO bean
392R2 – Late Group 3 that responds to planned fungicide application. Outstanding yield potential in no-till
412R2 – Early Group 4 bean with excellent cyst nematode and Phytophthora resistance. Works well in no-till, and promises to be a yield leader

Contact your Logan Ag crop specialist or Sales Associate to order seed from these quality suppliers today. Pre-season discounts and/or low interest financing plans are available. Top yields require top seed, and the trio of Logan Ag, Mycogen and Lewis is ready to help you!

Make Timely Fall NH3 Application

Harvest is winding down in some areas, and plows are beginning to roll. Soon, someone will ask about beginning anhydrous ammonia application without regard to the single most important aspect of fall nitrogen application – SOIL TEMPERATURE.

Soil temperature impacts the activity of soil bacteria that convert nitrogen from the ammonium (NH₄⁺) form to nitrate (NO₃⁻). These nitrifying bacteria are active in the soil until freeze, but their activity is diminished considerably at 50°F. For this reason, NH₃ application should be delayed until soil temperature at 4" depth nears 50°F and is falling. Up-to-date regional soil temperatures can be accessed through several

web sites including www.ifca.com. Producers signed up for Logan Ag's text messaging program can receive local soil temperature reports via text as application time approaches. **Call Josh at 217-833-2375 or text SOIL TEMP and your name to 217-491-1787 to be included.**

Logan Ag recommends the addition of N-Serve in all fall anhydrous applications to help retain nitrogen in the ammonium form for a longer period of time into the spring. The ammonium form of nitrogen is more readily available, and is the form preferred by the growing corn plant for uptake through the roots.

Two tractors equipped with rate controllers and Auto-Trac steering comprise Logan Ag's custom NH₃ application team. Key operators John Kelley and Jeff Butler bring several years of application experience to the field. John operates a JD 8430T pulling a 17-knife tool bar, while Jeff's tractor is a JD 9420 pulling a 19-knife tool bar. Combined with the Logan Ag support staff, these two units can easily apply several hundred acres daily. Call the Griggsville office at 217-833-2375 to schedule custom anhydrous application now, and we'll be ready to roll when soil temperatures and field conditions are correct.

Grower Rewards Program Offers Big Savings

The Grower Rewards program from Dow AgroSciences is back in 2012, and it's bigger and better than ever! And the best part is that nearly every grower can participate!

An attached page shows how easy it is to qualify for rebates on Mycogen® Seed and Dow crop protection products. Growers

purchasing minimum quantities of 80 bags (200 acres) Mycogen corn or 250 acres N-Serve® or Instinct™ **and** at least 250 acres Dow crop protection products will receive listed rebates. Examples are shown below:

- A. *Joe purchases 80 bags Mycogen corn and 250 acres SureStart® herbicide (approx. 62.5 gallons). Joe receives rebate from Dow in the amount of **\$1655.00** (80 bags corn x \$16/bag + 250 acres SureStart x \$1.50/acre = \$1655). If Joe also applies Sonic® herbicide to 250 acres beans, his rebate total increases to \$1905.*
- B. *Bob purchases 300 bags Mycogen corn (about 750 acres), 250 units Mycogen soybeans and 750 acres SureStart herbicide. Bob's rebate total is a whopping **\$9262.50** (300 bags corn x \$24/bag + 250 units beans x \$3/unit + 750 acres SureStart x \$1.75/acre = \$9262.50).*
- C. *Steve purchases 500 acres N-Serve + 500 acres Keystone® herbicide for corn and 250 acres FirstRate® herbicide for soybeans. Steve's rebate total is **\$500.00** (500 A Keystone x \$.50/acre + 250 acres FirstRate x \$1/acre = \$500).*

Maximum Grower Rewards rebates occur with purchases of 750 bags Mycogen corn as the rebate per bag increases to **\$32.00**. All Grower Rewards rebates are paid by Dow in the fall, and are not included in the initial product purchase price.

Contact your Logan Ag crop specialist or Sales Associate for details on the 2012 Grower Rewards program and begin building **your** "reward"!

®™ N-Serve, Instinct, SureStart, Sonic, FirstRate, Keystone are trademarks of Dow AgroSciences LLC. Mycogen is an affiliate of Dow AgroSciences LLC



Midwest Region 2011-2012



Your reward for Mycogen Seeds and Dow AgroSciences purchases.

Required purchases to qualify for Grower Rewards Midwest Region program:

(1) 80 units of Mycogen® brand corn OR 250 acres of Instinct™ or N-Serve® nitrogen stabilizer

AND

(2) At least one other product listed below at the minimum purchase quantity

Variable payment per product is based on the size of your Mycogen Seeds corn purchase. Refer to the "Acre Use Rates" table on the reverse of this sheet for qualification and rebate calculations.

Product	Minimum purchase	0-79 units of corn	80-299 units of corn	300-749 units of corn	750+ units of corn
Mycogen® brand corn	80 units		\$16/unit	\$24/unit	\$32/unit
Instinct™ or N-Serve® nitrogen stabilizer*	250 acres				
Mycogen brand soybeans	250 units	\$2/unit		\$3/unit	
SureStart® herbicide	250 acres	\$1.50/acre		\$1.75/acre	
Surpass® EC herbicide	250 acres	\$1.50/acre		\$1.75/acre	
Keystone® herbicide	250 acres	\$.50/acre		\$.75/acre	
Keystone® LA herbicide	250 acres	\$.50/acre		\$.75/acre	
Sonic® herbicide	250 acres	\$1/acre		\$1.50/acre	
FirstRate® herbicide	250 acres	\$1/acre		\$1.50/acre	
Cobalt® Advanced insecticide	250 acres	\$.25/acre		\$.50/acre	
Cobalt® insecticide	250 acres	\$.25/acre		\$.50/acre	
Purchase must include at least one qualifying product , plus at least one other listed product at the minimum purchase quantities.					

*Purchases of Instinct and N-Serve nitrogen stabilizers qualify for the Grower Rewards Midwest Region program, but a rebate is not earned on those products. A rebate will be earned on all other eligible products purchased at the minimum purchase quantity. Crop protection purchases must be made from a qualified Dow AgroSciences dealer to be eligible for a rebate.



Acre Use Rates	
Crop Protection Product	Use Rate
Instinct™ nitrogen stabilizer	35 ounces/acre
N-Serve® nitrogen stabilizer	1 quart/acre
SureStart® herbicide	2 pints/acre
Surpass® EC herbicide	2 pints/acre
Keystone® herbicide	2.5 quarts/acre
Keystone® LA herbicide	2 quarts/acre
Sonic® herbicide	3 ounces/acre
FirstRate® herbicide	0.3 ounce/acre
Cobalt® Advanced insecticide	13 ounces/acre
Cobalt® insecticide	13 ounces/acre

Purchases qualify only if they are made and applied in the following states: IL, IN, IA, KS, KY, MI, MN, MO, ND, NE, OH, SD and WI.

Grower Rewards details and requirements:

1. Qualifying product purchases must be invoiced from a qualified Dow AgroSciences or Mycogen dealer between September 1, 2011 and August 31, 2012. An order form does not qualify as proof of purchase.
2. Purchases qualify only if they are applied in the states listed above. Purchases in the states of KS, MN, ND, NE and SD are eligible to be applied to either the 2011-2012 Grower Rewards Midwest program or the 2011-2012 Grower Rewards Plains program. Purchases cannot qualify for more than one Dow AgroSciences rebate program.
3. All claim forms and invoices must be submitted by September 15, 2012 to Dow AgroSciences. Please review the submittal address at www.DowGrowerRewards.com.
4. Rebate payment will only be made on invoices that are used on the grower's controlled (owned or rented) acres.
5. Rebate payment will only be made on the submitted grower invoices and in the actual grower's name. The name on the invoice(s) must match the "Payee" name on the claim form.
6. Participants should submit one claim form for the 2011-2012 Grower Rewards program. All crop protection and seed receipts must be included. Please make a copy of your completed claim form and receipts for your records.
7. Dow AgroSciences reserves the right to audit grower purchases and use of Dow AgroSciences products on their owned or rented acres.
8. All rebate information provided by Dow AgroSciences regarding individual program earnings is a good faith estimate of total earnings potential. Actual total program earnings and payments will be calculated by Dow AgroSciences at its sole discretion.
9. For seed containing insect-protected traits, grower must be in full compliance with all the IRM requirements outlined in the program year's IRM guide. Acres NOT in compliance will not qualify for rebate.

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